



MALTA UNIVERSITY CONSULTING

Women Entrepreneurs: Plan Your Way Strategically to Success

Monday 10th June 2013

Leading With A woman's Heart

Thursday 13th June 2013

Two One-Day Workshops – Monday 10th & Thursday 13th June 2013

Venue: University Residence, Robert Mifsud Bonnici Street, Lija (ample parking space available)

Registration Fee: One Workshop: €140/both Workshops: €250 (Price includes 2 coffee breaks and a light lunch)

Time: 09.45a.m. – 16.45p.m.

Deadline for applications: Monday 3rd June 2013

Workshops Leader: Dr Uma Gupta

WOMEN ENTREPRENEURS: PLAN YOUR WAY STRATEGICALLY TO SUCCESS

One day Workshop: Monday, 10th June, 2013

Overview:

Great companies and great ideas die without a strong roadmap and a strategic plan. Passion and hard work alone are not enough to create and run a successful venture. One must also have a well thought-out strategic plan. What critical factors are essential for the success of your company? What are three most important things you should do every day? How can you stay ahead of the competition? How will you manage and stay afloat when things don't go your way? These and other questions will be answered during this workshop. Participants will leave with a clear roadmap as to how to build a strong and successful company.

Target Audience:

Managers with responsibilities for strategy development, execution and financial success of the organization will stand to benefit from this workshop.

Participants will

- Learn about the key elements of strategy
- Learn step-by-step how to develop a flexible strategic plan for their company
- Develop an execution plan to ensure short and long-term success
- Learn how to conduct a competitive analysis to stay ahead of the competition.

Take Away:

At the end of the workshop, participants will have completed a preliminary draft of a strategic plan for their company.

LEADING WITH A WOMAN'S HEART

One Day Workshop: Thursday 13th June, 2013

Overview:

At the heart of being a successful leader is the ability to be authentic and true to one self. As women assume new positions of leadership, it is critical that they not only acquire leadership and management skills, but also understand their true passion and thereby lead their organisations and the people working for them to professional and personal success. This one day workshop focuses on the latest research in leadership and how it applies to women leaders. It provides step-by-step advice on how to become a better leader. Participants will also have an opportunity to interact with each other and share their experience.

Target Audience:

This workshop is designed for small to medium businesses and start-ups. Executives in private and public sectors with responsibilities to lead teams and build a successful organization will benefit from this workshop.

In this workshop, participants will learn the following:

- Understand how and why you make the choices you do
- Learn step-by-step how to develop your leadership skills and become an outstanding leader
- Develop team-building skills that will assure your short and long-term professional and personal success
- Learn how to deal with conflict and negotiate successfully

Take Away:

At the end of the workshop, participants will have completed a preliminary draft of their individual personal and professional leadership plan.

Dr UMA GUPTA is the Founder, President and CEO of PlanetGPA, a New York-based company that assists companies and universities all over the world with achieving their internationalization goals. In addition, she is the Founder and Executive Director of STEM-SMART whose mission is to recruit talent to science and technology careers in the U.S. She is a Professor of Business at the State University of New York at Buffalo State College, United States. She was recently awarded the prestigious Fulbright Award by the United States government to teach at the University of Malta for two semesters.

Dr Gupta has served as a consultant to a large number of US corporations on leadership development, organizational efficiencies, strategic planning and recruitment and retention. She was selected as the Top Ten Influential Women in Technology in Houston, Texas and was nominated for this recognition for a second time in 2012. Dr Gupta has published two major text books on technology management, edited a book on Artificial Intelligence, and published more than sixty research papers. She has been quoted in Forbes.com and Reuters and is a highly sought after consultant and speaker. She holds a doctorate in industrial engineering and an MBA from the University of Central Florida, a graduate degree in mathematics from Stella Maris College, and is a certified Project Management Professional.

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PROGRAMME

08.45	Registration
09.00	1st session
10.30 – 10.45	Coffee Break
10.45 – 12.30	2nd session
12.30 – 13.30	Light Lunch
13.30 – 15.00	3rd session
15.00 – 15.15	Coffee Break
15.15 – 16.45	4th session



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Women Entrepreneurs: Plan Your Way Strategically To Success

Monday 12th June 2013

Leading with a Woman's Heart

Thursday 13th June 2013

Registration Form

Registration Fee: One Workshop €140/both Workshops €250

Title: Name:..... Surname:

Address:

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Profession:

Tel/mobile:

Email:

Company/Organisation:

Please tick where applicable

Women Entrepreneurs: Plan Your way Strategically to Success

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Leading With a Woman's Heart

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Signature of Applicant:

Date:

Payment Options:

By cheque payable to Malta University Consulting Ltd

By cash at The University Residence, Robert Mifsud Bonnici Street, Lija

By Bank Transfer:	Name of Bank:	Bank of Valletta p.l.c.
	Address:	University Campus, Msida
	Account Number:	16707297016
	IBAN:	MT20VALL22013000000016707297016
	Bank's BIC:	VALLMTMT

Note: cheques to be mailed to:

**Ms Maria Bugeja
The University Residence
Robert Mifsud Bonnici Street
Lija**

